

Message Text

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PAGE 01 TEHRAN 00802 240103Z
ACTION XMB-04

INFO OCT-01 NEA-10 ISO-00 EB-08 AID-05 COME-00 TRSE-00
OMB-01 OES-07 DOE-11 SOE-02 DOEE-00 CIAE-00
INR-07 NSAE-00 /056 W
-----112656 240119Z /62

P R 231148Z JAN 78
FM AMEMBASSY TEHRAN
TO AMEMBASSY JIDDA PRIORITY
AMEMBASSY KUWAIT
INFO SECSTATE WASHDC 0000

UNCLAS TEHRAN 0802

FOR EXIMBANK'S THOMAS MORAN

E.O. 11652: NA/A
TAGS: EGEN EFIN IR
SUBJ: EXIMBANK VISIT

1. WE HAVE COMPLETED YOUR SCHEDULE WHICH ALLOWS FOR DISCUSSIONS AT THE EMB ON THE AFTERNOON OF YOUR ARRIVAL THE 26TH, A FREE DAY ON THE 27TH (LIKE A SUNDAY) AND FOUR FULL DAYS OF CALLS THE 28-31., INCLUDING THOSE REQUESTED AND SEVERAL AT EMBASSY'S DISCRETION. EMB JOINT THE MANY EXPRESSED EXPECTATIONS BY GOI OFFICIALS, BANKERS AND BUSINESSMEN THAT EXIMBANK'S ROLE, IN THE IRANIAN MARKET CAN EXPAND.

2. EMB HAS RECEIVED SEVERAL REQUESTS FOR APPOINTMENTS WHICH IT CANNOT SCHEDULE UNLESS THE TEAM IS WILLING TO SPLIT UP, E.G., THE LOAN OFFICER MEETING WITH PROSPECTIVE CUSTOMERS. A CHICAGO BRIDGE AND IRON LOCAL OFFICER REPORTS HIS UNDERSTANDING THAT YOU WOULD LIKE TO INVESTIGATE HERE POSSIBILITIES OF FINANCING LNG AND NUCLEAR REACTOR PROJECTS. A MAJOR US BANK WOULD LIKE TO PARTICIPATE IN DISCUSSIONS WITH 1. IRAN AIR OVER THE POSSIBILITY OF EXIMBANK'S INVOLVMENT IN FINANCING. THE GE ENGINES IN THE AIR BUSES (ESTIMATE VALUE \$20 MILLION) AND 2. SIRIP (SOCIETE IRANO-ITALIENNE DES
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PETROLES, A 50-50 NIOC/AGIP VENTURE) OVER THE POSSIBILITY OF FINANCING US OIL EXPLORATION EQUIPMENT. (PLEASE TREAT THE LATTER TWO ITEMS AS PROPRIETARY INFORMATION). LASTLY, AND GIVEN THE IMPROVED POSSIBILITY OF US SALES OF NUCLEAR REACTORS, WOULD YOU LIKE TO CALL AT THE ATOMIC ENERGY ORGANIZATION OF IRAN? PLEASE RESPOND ON THESE REQUESTS SOONEST BY PRIORITY CABLE.
SULLIVAN

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NNN

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